DEUTSCHE AFRIKA-LINIEN
JOHN T. ESSBERGER

news

October/2016 The Group's In-House Magazine www.rantzau.de

DAL reduce transit times to South Africa

Since 27 September, Deutsche Afrika-Linien (DAL) have been offering a five-day-shorter transit time from Rotterdam to South Africa. Together with their partners in the Southern Africa Europe Container Service (SAECS), DAL have included a second call at the port of Rotterdam after Bremerhaven in the European coastal schedule. With this change the port rotation in northern Europe is now: Rotterdam (Uniport) on Wednesday/Thursday, London Gateway on Friday, Bremerhaven (NTB) on Sunday/Monday and the new export call Rotterdam (APMT) on Tuesday. The schedule enhancement will provide substantially reduced

(continued on page 2)

"DAL Karoo" (6,700 TEU) is one of eight container ships operating in SAECS. Cape Town and Table Mountain in the background

Ballast treatment systems obligatory

Shipping pays a high price to prevent aquatic organisms from invading new locations

As of 8 September 2017 the International Maritime Organisation (IMO) is implementing a new law to prevent aquatic organisms carried in ballast water from invading new locations. Every vessel having to renew its IOPP (International Oil Pollution Prevention) certificate from then on will have to be equipped with an approved suitable ballast water treatment system. Retrofitting such a system generates costs between USD 250,000 and USD 1 million, depending on the size of the ship.

The container vessels delivered to Essberger Dry Cargo in 2016 are fitted with such a system already. However, a retrofit will have to be carried out on board the Essberger chemical tanker fleet, which will involve costs of about USD 400,000 per vessel. The Essberger fleet would thus require investments of around USD 10 million. For ships requiring a renewal of their IOPP certificate and approaching a certain age, these investments will probably not be worth it. This issue is currently being evaluated.

There are various ways to prevent the contamination of ballast water with organisms. After extensive trials, Essberger Shimanagement opted for the hydrocyclone filter system with ultrasonic prefilter and UV module produced by Korean manufacturer BSKY in China. The system works as the name implies: a cyclone pump with filter, ultrasound and UV light. Other filters work with inert gas, electrolysis or purely UV systems.

The advantage of the BSKY system is that the explosion-proof device is a split version, uses no chemicals, requires no additional filtration, no lead time for operation of ballast water treatment, minimum additional power, minimum maintenance costs, and it is back-flush failure-proof. Official approval of most new ballast treatment systems is still pending.

The collapse of Korean shipowner Hanjin and the difficulties many German shipping companies are currently facing are prime examples of the international shipping crisis reaching a new level. Owners in both liner and tramp shipping, be it with container ship, bulk carrier or tanker fleets, players in the offshore sector and shipyards, in fact almost the entire shipping industry is affected. Unless we see a reduction of global tonnage and elimination of highly subsidised yard capacities in the Far East, supply and demand will not reach an acceptable equilibrium. The fall of Hanjin and its dramatic consequences have shown the carriers the dangers of a ruinous freight rate policy. Even in the comparatively stable trade to South Africa we see pressure on the freight rates, which we try to compensate with agency business and other services. We therefore very much hope that the Hanjin shock convinces the big players to improve their rates towards sustainable levels.

Essberger Chemical Tankers is experiencing a relatively dull period reflected by lower than normal volumes being fixed on the spot market, following the positive development over the past months. There is additional pressure from the many regulations regarding ship vetting and environmental protection, which tie up resources and cost money. An example is the regulation coming into force next year, requiring all vessels to have a ballast water treatment system to prevent the importation of alien aquatic organisms.

Yet environmental protection ranks highly in our company and we fully support such measures. We owe it to the reputation of John T. Essberger as the leading shipowning company in the European coastal trade of chemicals.

Yours Heinrich von Rantzau

Essberger Dry Cargo seminar in Hamburg

Captains, officers and chiefs gather information and get to know each other even better

The historic Essberger Haus in the Hamburg head office of the DAL/JTE Group was chosen for the biannual seminar for captains and officers of the Essberger Dry Cargo department. Two days filled with technical information and a thorough meat and wurst dinner were enjoyed by all. From left to right: 2/E Norbert Sniozek, 2/E Pavlo Polishchuk, Cpt Win Thein, Cpt Konstantin Kveselevich, C/E Danut Oprea, Cpt Kostiantyn Kharchenko, Cpt Rubin Pavlov, C/E Vadym Grytsyuta, 2/E Viktor Gurvich, C/O Andriy Stoyakin, 2/E Sergiy Kravtsov, C/O Aleksandr Kaminsky, Cpt Oleksandr Grytsyuta, Cpt Eduard Grimakovsky, Managing Director Jan Hammer, C/O Ruslan Blazhyyevsky and co-Managing Owner Mr Heinrich von Rantzau

UAFL representatives meeting the new Anjouan governor

A new Union Government and new Island Governors had been elected in Comoros in May. The port of Mutsamudu on the Comoran Island of Anjouan is with Anjouan Stevedoring Company (ASC) not only the major transhipment hub for UAFL in the Indian Ocean, but Comoros is also an important trading and import market for UAFL. Dr Dag-Sven Dieckmann, MD of the Indian Ocean Shipping Holdings/UAFL group, regularly visits the Islands to discuss with customers and government officials business opportunities for the group. During his last trip in August, he met with the new governor of the Island of Anjouan, Dr Salami Abdou, the new vice president in charge of agriculture, fishing, environment, moving territory and town planning, Moustadroine Abdou, and the new finance minister, Said Ali Said Chayhane, and discussed the cooperation between the new government and the UAFL group. The group is one of the biggest investors in Comoros and the government officials thanked Dr Dieckmann for the contribution.

Daoudou Said (ASC), Governor of Anjouan Dr Salami Abdou and Dr Dag-Sven Dieckmann (UAFL)

(continued from page 1)

transit times for all containers ex Belgium, the Netherlands, northern France and Germany which are routed via Rotterdam to all South African ports and also the ports covered in our service via Algeciras to northern Africa. The voyage from Rotterdam via Algeciras to Cape Town takes 18 days.

In addition, the transit times from South African ports to London Gateway are improved with the vessels arriving nearly one day earlier than on the past schedule. However there will be no changes to the South African ports arrival and departure times.

SAECS is operating eight 6,700 TEU vessels in this service. DAL is represented with the "DAL Karoo" (see page 8; for updated schedules, go to www.dal.biz).

Another day at the races

Surrounded by delightful hostesses: trainer Karl Denne, Ann-Mari May, jockey Stephan Hellym, Georg Maximilian von Rantzau and Albert Darboven (from left)

The annual Hamburg horse racing event, the Galopp-Derby, which was held for the 147th time in August 2016, again included the "Deutsche Afrika-Linien/John T. Essberger Prize" for three-year-old and older horses. The hard-going 1,600-metre race was won by five-year-old stallion "Cassilero" from the Erlenhof Stables in Bad Homburg in a time of 1 minute 45.66 seconds.For DAL, Georg Maximilian von Rantzau, second-oldest son of Heinrich and Annette von Rantzau, and his friend Ann-Mari May awarded the prizes. Cassilero's trainer Karl Denne and jockey Stephan Hellym were pleased, and so was Albert Darboven of the Derby Club.

"We came to see the work on the vessel and to meet the seafarers of the company"

Six days with Philipp von Rantzau and Max Meyer-Loos on board the"Philipp Essberger"/ By Max Meyer-Loos

In February 2016, I started my apprenticeship as a shipping merchant for John T. Essberger GmbH & Co. KG in Hamburg. From the beginning I have been quite interested in visiting a vessel of our fleet. But I was not the only person wanting to get an impression of the daily life on board: especially for Philipp von Rantzau, son of Dr Eberhart and Patricia von Rantzau, it was most significant to see the work on the vessel and to get to know seafarers of the company. In July, Philipp and I had the big honour of visiting the "Philipp Essberger". Our schedule looked as follows: Fri., 22 July: signing on aboard "Philipp Essberger" in the port of Kotka, Finland; Sat., 23 July: calling at the port of Porvoo, Finland; Sun., 24 July: sailing to Poland; Mon., 25 July: calling at the port of Gdynia, visiting the crewing office; Tue., 26 – Thu., 27 July: sailing to Antwerp through the Kiel Canal; Thu., 28 July: calling at the port of Antwerp, signing off.

Pure anticipation was, of course, not enough. As always, most important was: "Safety first!" For this reason we first had to join a safety crash course at the MaCo (Marine Competence) Centre in Hamburg, Köhlbranddeich 30, which was planned by our crewing department in Hamburg. Basically we learned how fast fire can spread on a vessel and how to prevent and stop it. We also revised how to put a life jacket and a survival suit on and how to launch a life raft. To practise all these activities we visited an indoor swimming pool in Hamburg. After the two days at MaCo we had a much better impression of safety on board and started our journey.

At the bottom of the steel tank: CO Tomasz Rembisz and Philipp von Rantzau

Meeting the crew of the chemical tanker "Philipp Essberger"

FRI., 22 JULY: After staying a night in Kotka the agent Johnny Ulmanen picked us up and showed us the city. He also told us how the shipping business developed, before he took us to the ship. It was an interesting trip and we'd like to thank Johnny for that. Finally we signed on aboard "Philipp Essberger"! It was a very friendly and warm welcome by Captain Grzhibovskiy and the crew. After taking our bags to our cabins, we made the same experience as in Hamburg: again it was "safety first". The captain and the 3rd officer (Arman Juanillo) introduced us to safety on board, which was quite important. We learned where to go in emergency cases (muster station), we took a seat in the free-fall rescue boat, had a look at the security measures on deck during cargo operations, etc. Afterwards Philipp and I had lunch together with the captain and the 1st officer. We totally agreed with the captain that the meals of our chief cook (Rodrigo Alcala) were delicious. Having a good cook on board is one of the most important things to keep the crew motivated during all the voyages, we learned.

The rest of the day we took the opportunity to get to know the members of the crew. We also had a first look at the loading operation in the cargo control room. In the evening, after loading was completed, we went to the bridge to watch the captain and the pilot working together and, of course, to enjoy the breathtaking view, when the "Philipp Essberger" was sailing out of Kotka.

SAT., 23 JULY: We finished the first day taking many impressions with us, and then started the second day with little sleep, because of the early call at the port of Porvoo, where we were to load phenol. Because of the very dangerous cargo, Philipp and I were not allowed to go on deck. We watched the crew's work from the bridge and again from the cargo control room. It was still hard to understand all the technical processes, but the 1st officer tried his best to explain. When loading was completed, the pilot came on board and it was quite funny to see how well known some older members of the crew of John T. Essberger are: the pilot was asking about the "big" and the "small" Captain Schmidt. Again we ended the day enjoying the nice view from the bridge.

SUN., 24 JULY: The most active day! At 8 a.m. we met with the deck crew and the chief to work on deck to do some maintenance. Due to the sunny weather and smooth sea, we had much fun during the painting work. We got to know the different types of paint used to protect the deck against diverse elements (e.g. rust, chemicals). We also opened the ballast tank 2S (starboard) and ventilated it for some hours, before we "inspected" the tank with the 1st officer (Tomasz Rembisz), who explained its importance. Moreover we learned that the ballast system was so fascinating because of its complexity and multi-functionality. Nearly everything can be influenced. Most important is probably the effect on the draught and the anti-heeling, but also on the course. First of all the vessel is stabilised by the operating ballast, but secondary a lot of energy and costs can be saved by good ballast management. In the evening we joined the watch on bridge before we went to bed.

MON., 25 JULY: Calling at the port of Gdynia! We reached Poland and discharged the cargo (butanol) from Kotka. From the beginning of our journey we had the feeling to be a part of the crew.

It was so great to see the atmosphere on the vessel between the members of the crew. It was very familiar. A very good example was the day in Gdynia: without saying a word, the electrician, Mr Hausner, arranged for us to visit the crewing office in Gdynia and a trip ashore:

(continued on page 4)

When the Essberger tankers started to become bigger

In 1971, "Roland Essberger" (29,680 dwt) was built to transport a wide range of mineral products and crude oil

In the late 1960s and early 1970s, the Howaldtswerke-Deutsche Werft AG in Kiel was one of John T. Essberger's shipyards of choice. In 1970, two state-of-the-art product tankers were built there, technically two of the most modern ships of their type in the world: "Roland Essberger" and "Eberhart Essberger". These 170-metre-long vessels each had 28 separate cargo tanks, coated with Dimetcote No. 6 and 1748. They were designed to transport a full range of mineral products as well as crude naphtha, plant oil, tallow, toluene, xylene, hexane and inorganic chemicals. Their pipe and pump system allowed them to carry four different products at the same time.

With 29,680 dwt and powered by a seven-cylinder two-stroke MAN/HDW K7Z/155 diesel engine of 12,250 PSE for speeds of 15 knots, the ships were relatively large. The crew consisted of 35 men. But size mattered a lot in the time before the first oil crisis which began in 1974. At John T. Essberger, there were even plans to build crude oil tankers of up to 240,000 dwt ("Wilhelmine Essberger").

A very handsome vessel: "Roland Essberger" under full speed of 15 knots

The "Roland Essberger" was the second of the two product tankers to be delivered. Its narrow, elegant stern was reminiscent of that of a yacht. The test voyage and delivery was on 20 April 1971, and the ship first entered into a time charter for Korean Petroleum Co.

In March 1976, the "Roland Essberger" completed a rather unusual task for a tanker: it was to tow the 100-metre-long general cargo ship "Dynamic Venture" (Panamanian flag) from Dammam (Saudi Arabia) to Bombay (India). A tanker used as a tug boat? The exact circumstances behind this voyage are no longer known. Perhaps it was to do with the dramatic oil crisis during that time, when entire tanker fleets were laid up and any kind of employment was good as long as it brought in at least some income. And things didn't go to plan: the "Dynamic Venture" sank near Manora/Karachi (Pakistan) at a water depth of 16 metres, but luckily the crew of the ill-stricken vessel were rescued from the Essberger vessel. The wreck is still marked on Internet charts of wreck divers today.

In 1979, the tanker, still in service for Essberger, was renamed "Raffles Bay", its home port was now Singapore. After that, the ownership and management changed many times. It included the insurance company Allianz, then Greek interests, and a ship manager from Hong Kong.

In 1982, the tanker was called "Rodosea". On 14 May 1989, the vessel was hit by an Iraqi rocket bomb in the Iran-Iraq War off Kharg Island in the Persian Gulf, and again on 31 August, 90 nautical miles south of Kharg Island, flooding the engine room. In Bahrain, they managed to repair the ship.

In 1990, the tanker was renamed "Fidelity" and put into service by a shipowner in Genoa, who sold it to Marittima Fluviale di Navigazione in Savona in 1993. Its new name was now "Monte Berico". In 1999, Flores Sea Shipping Ltd in Malta became the new owner of the vessel, which now traded mainly in the Med. After that, there were no more records of the vessel. It seems unlikely, but perhaps the 46-year-old ex-"Roland Essberger" is still sailing somewhere on the seven seas.

On board "Philipp Essberger"

(continued from page 3)

the wife of our 2nd engineer (Mr Wieclaw) picked us up and took us to the office, where we met Aleksandra, Barbara and Tomasz. After some small talk and a rough overview of the daily work (because of little time), Tomasz showed Philipp and me the cities Gdynia, Sopot and Gdansk. It was impressive what Tomasz knew about the history, culture and architecture. After a great day of sightseeing and new knowledge, we had to hurry to get on board again, because the discharging was nearly completed. We sailed in the evening and finished a great day after meeting our colleagues in Poland.

Rantzau, Meyer-Loos, Grzhibovskiy

TUE., 26 JULY: The "Philipp Essberger" was on her way to Kiel. During the night we had to clean the tank. I joined the chief and the crew and tried to gain some insight. The cleaning took around 2 ½ hours to complete. Afterwards we rested. At noon the chief again spent much time with us and we went into cargo tank 2 starboard. It was a fantastic experience to see all the heating coils, the Butterworth system, the sensors and the pipes and, of course, the size of the tank. To read how many tonnes can be loaded in the tank is one thing, to stand inside the tank and get a visual impression is priceless. To learn things in theory first was nice, but to have a practical look at things was at least equally important. By standing in the cargo tank, it was much easier to imagine how all the cargo operations work.
Afterwards the chief engineer (Vitor Belo) and the electrician showed us the heart of the vessel: much technology, much noise and hot temperatures! Without greater background knowledge it was very hard to understand how things went on in the engine. But it was quite interesting to see the main engine, the generators and the auxiliary machines. Around 8 p.m. we passed the locks in Kiel. During a very nice sunset we started sailing through the Kiel Canal.

WED., 27 JULY: During the watch on the bridge and with one eye on the next port Antwerp, we realised how hard the work on board can be due to little resting time. The huge responsibility of the captain combined with necessary watchfulness is essential to avoid any kind of mistake, which could very quickly lead to great problems at any time. In particular since we were carrying dangerous goods. After the canal passage, the crew used the time to get some sleep, because during the following days in Antwerp there was no chance to get any sleep.

THU.,28 JULY: Suddenly we were in Antwerp – how time flies! We enjoyed the last view from the bridge while the vessel was proceeding to the berth. The last hour we took the chance to say thank you and goodbye to the crew members, except those who were sleeping, of course. Then a taxi came, took us to the airport and our voyage was over.
We are very thankful for this great opportunity provided to us by John T. Essberger.

There's no comparable chance during the apprenticeship for this kind of experience or improving your knowledge so impressively.

Reefer containers in the focus

DAL's representatives in Rotterdam – Müller Liner Agencies B.V., part of the Royal Burger Group

Top left, clockwise: The Müller Liner Agency crew with Siebe Kramer, Marcel van Ladesteijn, Corinne van Driel, Leo Spierings, Marjolijn Smits, Iranie Gayadien, Karin van Rijswijk and Gino Rugebregt

Rotterdam, the largest container port in Europe, is not surprisingly also one of the most important ports served by DAL. Through the port not only the local markets of the Netherlands and Belgium are served but large volumes of containers are moved in transit from and to the German hinterland via barge, rail or road. The port is also a hub for containers transshipped to and from feeder vessels serving ports in the UK, Ireland and Scandinavia. In this very important European port, DAL is represented by Müller Liner Agencies B.V., Rotterdam, which are part of the Royal Burger Group and one of a number of separately branded agencies in the Burger Liner Agencies division. The Royal Burger Group is a privately owned Dutch company with 25 offices in nine countries: the Netherlands, Belgium, France, Germany, Sweden, Austria, Latvia, Lithuania and Poland. The Royal Burger Group has a very long history in shipping dating back to 1772. Today with nearly 200 employees Burger Liner Agencies is one of Europe's leading independent liner agency companies. The relationship between DAL and Müller Liner Agencies has a much shorter history but the two privately owned companies have a lot in common in their approach to business, a complimentary relationship with common strengths in the dedication, skills and knowledge of the staff proudly providing high quality and reliable services combined with traditional values.

The motto of the competent and dedicated Müller Liner Agency Rotterdam team is "Every way we can", and Marjolijn Smits (Müller Agency line manager) highlighted to DAL/JTE News just two of the challenges that the team are coping with every day to give DAL clients first-class service.

Sensitive cargoes

Of the total number of DAL containers discharged in Rotterdam, 30% to 40% are reefer containers with all kinds of fruits and fruit concentrates, beef and fish, and these are discharged and handled by us. These are very sensitive cargoes which need to be released and delivered without any unnecessary delay. Time is crucial for all importers but especially for fresh fruit, and our import department do their best to provide at all times a high service level and meet all DAL's clients requirements.
However, sometimes Dutch Customs require the containers to be scanned and therefore we are not able to ensure a timely release after discharge. Therefore the challenge for our import team is to stay in close contact and to coordinate with all involved parties, thereby ensuring for the importer that the delay due to the relevant containers' release is as short as possible.

Always alert

On the export side with the new VGM regulations, we need to stay very alert to make sure that shippers/forwarders comply with the regulations and the deadlines, enabling us to inform the stevedores in time with the final container loading list with the VGMs. The challenge is to protect the interest of both carrier as well as customer and ensure that no containers are short-shipped because of incomplete or incorrect data.

We operate at all times according to DAL's 2016 calendar slogan "Always mindful" and we are proud to represent DAL in the Netherlands.

Talking points in Germany

▸ **HOW IS YOUR HANDWRITING?** In an age of text messages and email our ability to write by hand is deteriorating. But there is still hope. In Germany the five most-sold writing tools are: 1) graphite pencils of Brazilian cedar wood; 2) ink fountain pens; 3) fineliners, ink pens in different colours; 4) ballpoint pens; 5) text highlighter pens, which can write a clean 375-metre-long line. So there are still people who can write by hand.

▸ **THE GERMAN NAVY** is running out of ships. The demand for warships for protection and rescue missions is taking the German navy to its limits. German ships and soldiers are deployed on anti-terror missions in the Mediterranean as part of NATO operations and to escort the French aircraft carrier "Charles de Gaulle", to guard the waters off the coast of Libya as part of UN operations, to protect vessels from pirates off the coast of Somalia, to rescue refugees off the coast of Libya, and to protect the waters and coast in the Aegean. The anti-terror missions of NATO in the Mediterranean are now to be extended.

▸ **THE POLITICAL EVENTS** in Turkey affect Germany in particular. The number of people of Turkish descent in Germany is 3.5 per cent, making it the largest ethnic group of foreign descent. Alone in the capital, Berlin, there are about 170,000 Turks, some of whom have dual-citizenship. Turkish people started immigrating to Germany in the 1960s, when additional workers were urgently needed during the "economic miracle". Turkish grocery shops can now be found all over Germany, and they are also very popular with German customers.

▸ **BETWEEN SIX** and twelve million tonnes of plastic refuse end up in the world's oceans: plastic bags and bottles but also microfibers from cosmetics and clothing, which disintegrate into tiny particles and eventually make their way into the food chain. Micro-plastic has been found in about 600 types of marine animals, of which many types land on our plates. So far, very little research has been done on the effects of micro-plastic on humans.

▸ **IT TAKES 20 YEARS** to build a reputation and five minutes to ruin it. If you think about that, you'll do things differently." These wise words from US billionaire Warren Buffet should've been food for thought for Beckenbauer too. The once world-best football player and coach was seen as a shining light in the shady world of international football. Now he himself has become a shady character. Dubious million-dollar payments to him in connection with hosting the 2006 World Cup in Germany recently came to light and ruined his reputation.

Whereabouts

October 2016

Ship's name	Master	First Mate	Chief Engineer
Amalie Essberger	*Krzysztof Osuch*	*Artur Karpowicz*	*Vitaliy Kolesnyk*
Christian Essberger	*Robert Szmaj*	*Rafal Garbacz*	*Miroslaw Jaworski*
Eduard Essberger	*Grzegorz Klepacki*	*Daniel Szarzynski*	*Valeriy Bashkurov*
Ellen Essberger	*Adam Incewicz*	*Daniel Kubacki*	*Herbert Farkas*
Elsa Essberger	*Remigiusz Jarebski*	*Pawel Bula*	*Artur Kazimierz Gzella*
Georg Essberger	*Jose Teixeira*	*Valeriy Dorofeev*	*Andrzej Sullik*
Johann Essberger	*Mariusz Borek*	*Juris Jurionas*	*Valerii Mersiianov*
Koralia	*Jose Jr Subradil*	*Pepito Ruedas*	*Danilo Jose*
Liesel Essberger	*Dariusz Swierkosz*	*Evgeniy Buzyrev*	*Leonid Volkov*
Maersk Launceston	*Jaroslaw Maciuk*	*Rafel Nones*	*Jacek Wojcicki*
Patricia Essberger	*Maciej Kaminski*	*Marcin Harasim*	*Oleksandr Samusenko*
Philipp Essberger	*Andrey Grzhibovskiy*	*Maksim Naumcik*	*Vitor Belo*
Selinda	*Valery Sukhach*	*Yuriy Poglod*	*Viorel Florian Stanescu*
Swakop	*Sergiy Demchenko*	*Igor Irza*	*Ilarion Sorin Chirtes*
UAFL Zanzibar	*Pavlo Klyuyev*	*Angie Mae Cagud*	*Nicusor Medrihan*
Ubena	*Ioan-Cristian Cioban*	*Sergiy Perepelytsya*	*Andrzej Szyca*
Ulanga	*Mariusz Pleskacz*	*Vitaly Ochilov*	*Konstantin Khardin*
Valbella	*Neil Brown*	*Samuel Ruedas*	*Oleg Burlachenko*
Zambesi	*Rostislav Kokorev*	*Oleksandr Glebov*	*Aleksandr Jersov*
Alcedo	*S. W. Frerichs*	*T. Hastir*	*A. H. Knoop*
Anneliese Essberger	*P. R. Troost*	*E. Impens*	*G. J. Tijink*
Ardea	*N. M. Bruinsma*	*K. Gbegan*	*M. Bosma*
Caroline Essberger	*T. M. Kijzers*	*G. Bosscher*	*H. Berg*
Dutch Aquamarine	*J. Van Der Form*	*C. De Boer*	*S. H. Steenberger*
Dutch Emerald	*A. Kamphuis*	*S. De Bos*	*J. De Jong*
Dutch Faith	*A. Ten Wolde*	*K. Maniecki*	*S. Mollinga*
Dutch Spirit	*M. N. Boshuijzen*	*R. Oenema*	*D. I. Roele*
Lisa Essberger	*A. R. Buren*	*W. G. Bergsma*	*H. Van Schoonhoven*
Lucy Essberger	*L. H. Kanters*	*N. N. Burger*	*G. Sap*
Ursula Essberger	*N. Van Den Belt*	*M. G. Klein*	*M. Kroon*
Wilhelmine Essberger	*H. F. Meulenberg*	*S. M. Narloch*	*R. S. Tichelaar*

Personeelsmutaties

Persons joining the company

29.06.2016, Dijk B.W., *3rd Officer*

15.07.2016, Epistola S.M., *3rd Officer*

16.07.2016, Houtkoop K., *Apprentice Sea*

31.07.2016, Rutgers B.W., *3rd Engineer*

01.08.2016, Geeraert A.G.K., *Apprentice Sea*

01.08.2016, Schipper E., *3rd Engineer*

01.08.2016, Otten L., *Apprentice Sea*

01.09.2016, Jansen N.T.S., *Apprentice Sea*

05.09.2016, Qais W., *Apprentice Finance*

07.09.2016, Nathoe R.T.I., *Apprentice Finance*

Persons leaving the company

26.05.2016, Nentjes A., *Apprentice Sea*

01.06.2016, Roosendaal M.L., *C/O*

01.06.2016, Rampelberg K.G., *2/O*

15.06.2016, Vermeeren J., *Apprentice Finance*

15.06.2016, Mohammad Daud S., *Apprentice Finance*

17.06.2016, Cakmak B., *Apprentice Finance*

30.06.2016, Post H., *C/E*

03.07.2016, Groenhuijzen R, *Apprentice Sea*

07.07.2016, De Caluwaert C., *2/O*

18.07.2016, Francois O, *2/O*

23.07.2016, De Wit P., *Apprentice Sea*

04.08.2016, Lacroix L., *Apprentice Sea*

29.08.2016, Çakmak B., *Holiday Worker Finance*

31.08.2016, Vermeeren J, *Holiday Worker Finance*

01.09.2016, Verbeek X. , *Junior Staff Member SSHEQ*

01.09.2016, De Jong A., *2/E*

Promotions

01.06.2016, Ten Wolde A, from Chief Officer to Master,

13.06.2016, Dobris J, from 3rd Officer to 2nd Officer

01.06.2016, Nowak W., from 3rd Officer to 2nd Officer

01.09.2016, Van den Heuvel M., from 3rd Officer to 2nd Officer

01.09.2016, Boldizsar A., from 3rd Officer to 2nd Officer

15.09.2016, Batovs A., from 3rd Officer to 2nd Officer

Jubilee 25 years

01.05.2016, Lodder L., Staff Member Warehousing

17.06.2016, Peters G.V., Head Workshop

31.05.2016, Kamphuis A., Master

21.08.2016, Tijink G.J., Chief Engineer

29.09.2016, Kroon M., Chief Engineer

Births

22.07.2016, Roan Anton Huibers, son of Ralph and Annemieke Huibers

19.08.2016, Mara Helena Antoinetta Vijverberg, daughter of Wilco and Annemieke Vijverberg

Ron Frick says goodbye

After 45 years of dedicated service "the face" of DAL in southern Africa is retiring

Ron Frick, managing director of DAL Agency Ltd in Johannesburg, is the "face" of Deutsche Afrika-Linien in southern Africa. In total, he has worked for DAL for 45 years and at the end of the year he'll be retiring. His successor will be the current deputy, David McCallum, who Ron helped to choose and has been passing his knowledge on to.

Ron's career is impressive. It falls into an age where shipping in South Africa has undergone a fundamental change – in a technological and also political sense. And Ron has always been a forerunner when it comes to development.

Ron was born in Tanzania to a family with German roots and he grew up in South Africa, which explains his command of German, Afrikaans and English, and his understanding of the African mentality.

Early navy career

It was clear to him from a very early age that his job would have to have something to do with the sea and with ships. In 1968 after he completed his school education, he joined the South African navy, where he helped to survey the ocean depth off the Cape Coast. After leaving the navy he started an apprenticeship in shipping with Holland Afrika Lijn, a company that eventually became Nedlloyd. In 1971 he had his first encounter with DAL, not directly, but with Transocean Liners, the agency that represented DAL and several other important shipping lines.

Ron Frick set up an agency network, the DAL Agency Ltd. PTY

In the 1970s, containerisation began in South Africa, and Ron was involved in this development from day one. In 1978, DAL employed the first full container ship, the MV "Transvaal" with a capacity of almost 3,500 TEU, which was one of the world's biggest container vessels at that time.

Transocean Liners gave up its shipping agencies to Aero Marine in 1976, and Ron was one of two staff members retained by DAL to look after their interests. The other person was Hans Busse, who became his mentor and taught him much about sales and marketing.

Setting up DAL Agency

The following year, Ron worked for DAL in Durban, Cape Town and Johannesburg, responsible for various areas that included not only the day-to-day operations but also the new organisation of the today still existing consortium "Southern Africa Europe Container Lines" (SAECS).

In 2002 Ron was appointed Commercial Manager of SAFDAL, a joint venture between Safmarine and DAL. And when this joint venture was dissolved in 2008 Ron was asked to set up an agency network in southern Africa for DAL in partnership with the Sharaf Group.

On 1 November 2008, DAL Agency Ltd. Pty commenced its operations, an enterprise that was commercially successful almost right from the start. Ron's dedication to the company and support for both customers and staff are a rare quality in one individual. His profound knowledge, his thoughtful and well-balanced way to work and act, his integrity, optimism, and last but not least his love for the country he lives in have made him "the face of DAL in southern Africa".

So it comes as no surprise that Ron Frick was and is an important contact person for the owning family, the von Rantzaus, who greatly appreciate his loyalty. And not only for the countless annual DAL customer parties in Johannesburg, Cape Town but also in Durban that he has hosted over the years Ron will be remembered by many customers far beyond the company gates.

Aus der Reederei-Familie

Jubiläen

10 Jahre

Herr Thomas Tausendfreund *Trades*, 01.11.2016
Herr Piotr Bes *C/O*, 05.11.2016
Herr Lukasz Zeromski *2/E*, 14.12.2016
Frau Ann-Cathrin Schürmann *Liner Services*, 01.01.2017
Herr Artur Gzella *C/E*, 04.01.2017
Herr Daniel Kubacki *C/O*, 26.01.2017

Besondere Geburtstage

90 Jahre

Frau Irmgard Krüger, 16.12.2016

80 Jahre

Herr Hans Grimm, 29.12.2016

75 Jahre

Frau Edeltraud Braune, 16.11.2016

65 Jahre

Herr Hugo Finlay, 03.11.2016

60 Jahre

Herr Dierk Herrmann, *Essberger Tankers*, 22.11.2016

Frau Lefke Barth, *Essberger Tankers*, 28.12.2016

50 Jahre

Herr Admer Legaspi Atega, *2/O*, 11.11.2016

Herr Nicusor Florian Medrihan, *C/E*, 11.01.2017

Capt. Kostiantyn Kharchenko, 30.01.2017

Wir gratulieren zur Geburt eines Kindes

06.08.2016, Lasse, Frau Simone Krempien

Geheiratet hat

Herr Hauke Hastedt, 05.08.2016, *Auszubildender JTE*

In den Ruhestand treten/traten

Frau Grietje Lucka, 30.09.2016

Frau Angelika Lindner, 31.12.2016

Neue Mitarbeiter an Land

Frau Elena Grigoleit, *Essberger Tankers*

Frau Alexandra Hansen, *HR Sea*

Herr Dirk Kornblum, *Ship Management*

Herr Jakob Veldhuizen-Dijkstra, *Ship Management*

Herr Dietrich Wulff, *Ship Management*

Neue Auszubildende an Land

Herrn Eugen Chlebnikov, *DAL*

Frau Katharina Eidenschink, *JTE*

Frau Lale Petersen, *DAL*

Frau Nina Suhk, *DAL*

Wir gedenken

Capt. Jochem Neff (76 Jahre), August 2016 ehem. DAL / TOL

Herrn Reinhard Röhrbein (72 Jahre), September 2016 ehem. DALSA, Bremen

Herrn Edgar Steiling (80 Jahre), September 2016 ehem. DAL

For more information on the **DAL/JTE Group** please contact Svante Domizlaff, tel: +49 (0)40 38016-611, email: svante.domizlaff@rantzau.de or the German head office
Deutsche Afrika-Linien Palmaille 45, 22767 Hamburg, tel: +49 (0)40 38016-392, fax: +49 (0)40 38016-255, email: michael.davies@rantzau.de or
DAL Agency Durban, Sharaf House, 1st Floor La Lucia Ridge Office Estate, Umhlanga/Durban 4051, RSA, tel: +27 (0)31 5829400, fax: +27 (0)31 5829401 or
John T. Essberger Palmaille 45, 22767 Hamburg, tel. +49 (0)40 38016-0, fax: +49 (0)40 38016-579, email: chartering@essberger.biz or
John T. Essberger Wieldrechtseweg 50, 3316 BG Dordrecht, Netherlands, email: chartering@essberger.biz

Everything you always wanted to know about the South Africa container service

Michael Davies, Director Trades Deutsche Afrika-Linien, has answers to the most relevant questions

DAL/JTE NEWS: How long does a container require for the journey from Germany to South Africa?

MICHAEL DAVIES: This depends on where the container is packed in Germany and the final destination of the container in South Africa. It also depends on when the shipper packs and when the consignee can unload the container. Our service between Europe and South Africa and vice versa is operated on a weekly fixed named-day schedule. This means that the transit times between the ports served are fixed. We serve the German market via the ports of Bremerhaven and Rotterdam and, compared to our competitors, via both ports we offer the fastest service to the main ports of South Africa.

DAL/JTE NEWS: Which ports are called at in Europe and South Africa?

MICHAEL DAVIES: The three main ports we serve in Europe are Rotterdam, London Gateway and Bremerhaven. Via these main ports we serve the whole of mainland Europe and the UK. Also via weekly feeder services to and from these main ports all the Nordic and Baltic countries, Ireland (south and north) and northern France are served.

To cover all the countries around the Mediterranean (east and west), northern Africa and the Iberian Peninsula the vessels call at the port of Algeciras both on the southbound and northbound voyages. Algeciras, which is at the very southern tip of Spain, is a so-called hub port which is served by numerous feeder services connecting an extensive number of ports in the whole of the Mediterranean, Black Sea and Atlantic coast of Spain and Portugal.

In South Africa the vessels call on the southbound voyage at Cape Town, Coega (near Port Elizabeth) and Durban, then Port Elizabeth and Cape Town on their return voyage to Europe. The port of East London is served by a dedicated feeder which rotates between Coega, East London and Port Elizabeth. The ports of Mozambique are connected via Durban and Walvis Bay via Cape Town.

DAL/JTE NEWS: What are the deciding factors for determining which ports are served?

MICHAEL DAVIES: Our clients and their cargo are the deciding factor. We operate the service to serve them and their transport requirements. In South Africa the main ports serve different parts of the country and the very different import and export, dry and reefer cargo market requirements. Durban is the largest container port in South Africa and is the main gateway for Johannesburg, Port Elizabeth/Coega and the smaller port of East London serve the motor industry in the Eastern Cape area and are very much import-dominated. Whereas Cape Town is predominantly export-oriented by both reefer (esp. fresh fruits) and dry containers (e.g. wine). In all ports of South Africa there is only one container terminal operator: the state-owned Transnet (TPT).

In Europe there are more port and terminal options but the three ports of Rotterdam, London Gateway and Bremerhaven give us the best possible coverage of all the countries and markets of mainland Europe, the UK and the whole Nordic area.

DAL/JTE NEWS: As of 27 September the SAECS vessels will call at Rotterdam twice on their European coastal voyage. What are the reasons for this additional call?

MICHAEL DAVIES: DAL listen to their clients and are continually working to improve all aspects of the service provided and meet their requirements. Rotterdam is the largest container port in Europe with a strategically geographic advantage as a gateway for the industrial heartland of Europe. In the trade to and from South Africa, Rotterdam has balanced import (esp. reefer containers) and export container flows. As a very important port for perishable fruits Rotterdam has always been the first port in the European port rotation. For exports Bremerhaven has been the main loading port especially for the transit time-critical containers for the motor industry in South Africa. To meet the requirement of our clients and improve the transit time from Rotterdam for exports to all South African ports, we have decided together with our partners to call at Rotterdam twice, implementing a northbound discharge call and a southbound loading call. This service enhancement reduces the transit time from Rotterdam by five days down to 18 days to Cape Town, to 21 days to Coega (24 days to East London) and 24 days to Durban. The first vessel to call at Rotterdam southbound was the "DAL Karoo" on the 27 September.

"DAL listen to their clients and are continually working on improvements"

DAL/JTE NEWS: Why are transit times so important for shippers?

MICHAEL DAVIES: A good question. Transit times are just one of a number of factors that are important for shippers. Each shipper and industry has different priorities and requirements depending on the commodities to be transported. For some shippers not only the transit time of the vessel from port to port is important but the time required for the container from where it is loaded to where it is unloaded is what counts, for example reefer containers with perishable fruits that have a short shelf life. Also containers with component parts for the motor industry (e.g. just-in-time logistic chains) are transit time-sensitive. On the other hand there are other lower-value products where the transit time is not so high on the priority list of the shipper and other factors are more important.

DAL/JTE NEWS: What is the capacity of the vessels operated on the service?

MICHAEL DAVIES: Together with our SAECS Vessel Sharing Agreement (VSA) partners, we are currently operating the service with eight vessels (6,700 TEU)which have an effective carrying capacity of 5,600 TEU and a total cargo weight capacity of 61,600 mts. The vessels also have a high reefer container carrying capacity with just under 1,200 reefer plug connections.

DAL/JTE NEWS: What are the main factors that influence schedule reliability?

MICHAEL DAVIES: With a fleet of eight vessels, the service is operated on a weekly fixed named-day schedule. For each port call we have agreed berthing windows with the terminal operators, which take into consideration the average number of containers to be loaded and discharged in each port. There are many factors that can delay a vessel both at sea and in the ports, and these have to be taken into consideration when a schedule is drafted. One of the most common factors along the coast of South Africa are bad weather conditions with very strong winds and stormy conditions that can delay the loading and discharging operations and also result in port congestion and berthing delays. Also labour disputes and general productivity level problems due to lack of sufficient container handling equipment often lead to extended port stays.

Adhering to the vessel schedules has a very high priority as our clients rely on the published vessel sailing and arrival dates for their containers. We are therefore always in very close contact with our partners, the masters of the vessels and all involved parties locally in the respective ports to ensure the vessel schedules are kept to. Where we need to regain lost time, especially in the South African ports, we often have to increase the vessels' speed on the ocean voyage to Europe substantially above the economic cruising speed and in the worst case even change the port rotation or as a last resort omit a port to bring the vessel back into schedule. However at all times the interests of all our clients are paramount and we always try to find the best solution with the most limited inconvenience for all.